

## Message Text

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DRAFTED BY EB/OCA/CD:REDAY:JMN

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TO AMEMBASSY BERLIN

AMEMBASSY MOSCOW

UNCLAS STATE 231562

E.O. 11652: N/A

TAGS: OCON, BEXP, EEWT, XH

SUBJECT: EASTERN EUROPE ECONOMIC/COMMERCIAL OFFICERS'  
CONFERENCE, SEPTEMBER 27-30, 1976

REF: STATE 214653; STATE 221062

1. AS INDICATED IN STATE 221062, CONFERENCE ORGANIZERS  
HAVE BEEN PUTTING TOGETHER A QUOTE SESSION ORGANIZATION  
GUIDE END QUOTE FOR EACH SESSION TO ASSIST PANELISTS IN  
THEIR PREPARATIONS FOR SUBJECT CONFERENCE.

2. EACH POINT SUGGESTED IN THE GUIDE REMAINS A SUGGESTION  
AND NO PANELIST COULD COVER ALL THE POINTS ADEQUATELY IN  
THE BRIEF TIME ALLOTTED FOR HIS OR HER PRESENTATION.  
PANELISTS SHOULD SELECT FROM THEIR OWN EXPERIENCES THE  
POINTS WARRANTING PARTICULAR EMPHASIS AND PROMISING TO  
STIMULATE THE GREATEST DISCUSSION.

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3. FOR MOSCOW: WE WOULD APPRECIATE IT IF FARRAND COULD PREPARE A BRIEF UNCLASSIFIED OUTLINE OR NARRATIVE DESCRIPTION OF HIS PRESENTATION FOR SUBMISSION TO THE MODERATOR AS SOON AS PRACTICABLE AFTER ARRIVING IN GARMISCH TO PERMIT FINAL COORDINATION AMONG PANELISTS.

4. SESSION ORGANIZATION GUIDE FOR SESSION AT 1015-1130 HOURS ON SEPTEMBER 30, 1976 FOLLOWS:

A. AGENDA ITEM: BUSINESS FACILITATION PROBLEMS

MODERATOR: WILLIAM E. RAU, EB/OCA/CD

PANELISTS: WILLIAM FARRAND, COMMOFF, MOSCOW; ROGER STECHSCHULTE, TDAD/OEWD/BEWT; ALTON JENKENS, EE/OWECA/BE WILLIAM EDGAR, EUR/SOV

RAPPORTEUR: ALAN PARKER, BERLIN

B. OBJECTIVE OF SESSION:

-- TO NOTE PROGRESS MADE SO FAR IN ACHIEVING U.S.-COMMUNIST COUNTRY OBJECTIVES IN BUSINESS FACILITATION;

-- TO IDENTIFY EXISTING AND DEVELOPING PROBLEMS;

-- TO SUGGEST MEANS AND POSSIBLE TIMING FOR RESOLVING THE PROBLEMS;

-- TO REVIEW THE NATURE AND EXTENT OF INFORMATION AVAILABLE

TO U.S. FIRMS ON FOREIGN TRADE ORGANIZATIONS (FTO) AND POSSIBLE WAYS TO IMPROVE SUCH INFORMATION;

-- TO EXPLORE THE PROBLEM OF ADDITIONAL OR EXPANDED COMMERCIAL OFFICES IN THE U.S.;

-- TO EXAMINE THE QUESTION OF JOINT STOCK COMPANIES IN THE U.S. OR 3RD COUNTRIES.

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C. POSSIBLE THRUST OF PANELISTS' PRESENTATIONS

(A) ACCREDITATION OF U.S. FIRMS AND RELATED PROBLEMS (WILLIAM FARRAND)

-- ACCREDITATION OF U.S. FIRMS;

-- OFFICE AND HOUSING SPACE, FACILITIES;

-- LIMITATIONS ON COMMERCIAL TRAVEL--U.S. AND COMMUNIST COUNTRY RESTRAINTS;

-- VISA QUESTIONS;

-- HOTEL SHORTAGES FOR VISITING U.S. BUSINESSMEN;

-- CURRENCY CONVERSION RATE PROBLEMS.

(B) U.S. GOVERNMENTAL/PRIVATE SECTOR RELATIONSHIPS WITH FOREIGN TRADE ORGANIZATIONS (ROGER STECHSCHULTE)

-- WHAT IS THE NATURE AND EXTENT OF INFORMATION WHICH U.S FIRMS (LARGE, MEDIUM AND SMALL, AND OLD-TO-MARKET AND NEW TO-MARKET) REQUIRE CONCERNING FTOS, END-USERS AND RESEARCH ORGANIZATIONS TO ENTER OR CONDUCT BUSINESS IN COMMUNIST COUNTRY MARKETS?

-- TO WHAT EXTENT ARE U.S. EMBASSY PERSONNEL OR DEPARTMENT OF COMMERCE PERSONNEL (WHEN TRAVELING IN A COMMUNIST COUNTRY) ABLE TO OBTAIN SUCH INFORMATION AND IS ENOUGH INFORMATION BEING OBTAINED ON INDIVIDUAL ORGANIZATIONS OR ABOUT AS MANY ORGANIZATIONS AS IS DESIRABLE?

-- HOW IS INFORMATION ON SUCH ORGANIZATIONS, INCLUDING THE PUBLISHED BY THE COMMUNIST COUNTRIES, BEING MADE AVAILABLE TO U.S. FIRMS AND HOW ADEQUATE ARE SUCH TECHNIQUES.

-- HOW CAN THE COLLECTION AND DISSEMINATION OF SUCH INFORMATION TO U.S. BUSINESSMEN BE IMPROVED?

SUPPORT MATERIALS:  
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-- TRADING WITH THE GERMAN DEMOCRATIC REPUBLIC (OBR 75-53

-- GUIDE TO INDUSTRIAL END-USERS AND RESEARCH ORGANIZATION IN HUNGARY (OBR 76-22)

-- TRADE LIST ON CZECHOSLOVAKIA.

(C) ADDITIONAL OR EXPANDED COMMERCIAL OFFICES IN THE U.S. QUID-PRO-QUO CONCEPT (ALTON JENKENS)

-- WHAT ARE THE EXISTING AND FORESEEABLE REQUESTS FOR EXPANSION OF COMMUNIST COUNTRY COMMERCIAL REPRESENTATION IN THE U.S.?

-- IN WHAT AREAS, INCLUDING EXPANDED U.S. COMMERCIAL REPRESENTATION IN COMMUNIST COUNTRIES, MIGHT THE U.S. PROPERLY SEEK RECIPROCITY FOR GRANTING EXPANDED COMMERCIAL REPRESENTATION?

-- SHOULD THE U.S., IN THE ABSENCE OF RELEVANT U.S. BENEFITS, PERMIT SELECTED COMMUNIST COUNTRY EXPANSION? IF SO TO WHAT EXTENT?

(D) JOINT STOCK COMPANIES IN THE U.S. OR THIRD COUNTRIES  
(WILLIAM EDGAR)

-- WHAT HAS BEEN THE ATTITUDE OF THE COMMUNIST COUNTRIES TO ESTABLISHING JOINT STOCK COMPANIES IN THE U.S.? IN THIRD COUNTRIES?

-- WHAT EXAMPLES EXIST AND WHAT HAS BEEN THEIR EXPERIENCE?

-- WHAT ARE THE KEY PROBLEMS ENCOUNTERED, IF ANY? WERE THEY RESOLVED? IF SO, HOW?

-- ARE THERE PENDING AND/OR ANTICIPATED REQUESTS FOR SUCH COMPANIES IN THE U.S.?

-- IS THERE A QUID-PRO-QUO THAT THE U.S. SHOULD SEEK IN SUCH SITUATIONS?  
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-- WHAT GENERAL APPROACH SHOULD THE U.S. GOVERNMENT TAKE IN SUCH MATTERS? ROBINSON

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